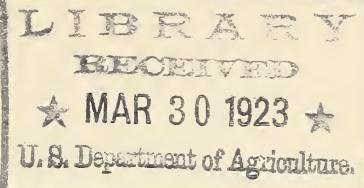


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62.25



# RETAIL PRICE LIST

# GLADIOLI

Season of 1923

J. C. GROSSMAN, Wolcottville, Ind.

## TERMS

Shipped prepaid at these prices. Cash with order. Bulbs will be held for spring shipment if 25% of the amount accompanies the order, balance before shipment.

We reserve the right to use sizes No. 2 and No. 3 in case we are sold out in No. 1 and when shipping to Zones 6, 7 and 8, unless specially requested otherwise. 6 at dozen rate, 25 at 100 rate.

Send for wholesale list if you wish larger quantities.

## NAMED VARIETIES

|                        |   | Each | Dozen |
|------------------------|---|------|-------|
| <b>America.</b>        | Soft lavender pink, large flower.....   | .03  | .30   |
| <b>Augusta.</b>        | White, tinted lavender. Good commercial white .....   | .05  | .50   |
| <b>Autumn Queen.</b>   | Cream yellow, with apricot and reddish markings. Good late variety.....   | .10  | .75   |
| <b>Anna Eberius.</b>   | Dark, velvety purple; flowers large and well set off spike .....  | .25  | 2.50  |
| <b>Aberdeen.</b>       | A very beautiful lavender tinted pink. Distinct and fine.....   | .15  | 1.50  |
| <b>Adriatic.</b>       | Deep wine blue. Blue and red throat. A rare novelty .....   | .35  | 3.50  |
| <b>Arizona.</b>        | Very large flower, finest rose pink, almost a solid color, with a touch of maroon on lower petals .....           | .10  | 1.00  |
| <b>Baron J. Hulot.</b> | Royal purple, or dark violet blue, slight yellow stripe on lower petals. Best dark blue to date .....             | .10  | 1.00  |
| <b>Bertrex.</b>        | Good commercial white, size and form of America .....   | .10  | 1.00  |
| <b>Brenchleyensis.</b> | Rich vermillion scarlet in long spike, all open at once. An old sort, but still in demand for mass of color ..... | .05  | .50   |

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|---|------|-------|
| <b>Bertha.</b> Good long spike, salmon pink, with dark red blotch similar to Pendleton .....  | .10  | 1.00  |
| <b>Best Violet.</b> Rich violet, fine, tall spike .....   | .10  | 1.00  |
| <b>Blood Spot.</b> Dark mahogany, splashed red; two rows of flowers .....   | .10  | 1.00  |
| <b>Byron L. Smith.</b> Most refined lavender pink on white ground. Unexcelled as a cut flower. Color equal to a very choice Cattleya Orchid .....   | .40  | 4.00  |
| <b>Chicago White.</b> Pure white, with lavender markings in throat, very early .....  | .05  | .50   |
| <b>Challenger.</b> Very large and vigorous plant. Giant, dark rich, velvety red, solid color. A very choice new variety .....   | .20  | 2.00  |
| <b>Crimson Glow.</b> A perfect scarlet of a deep tone. Immense open flowers of the finest form, and exceedingly well placed upon the spike. Early, vigorous, strong grower, and a very fast multiplier.....           | .25  | 2.50  |
| <b>C. M. Kelway.</b> Creamy, pink, long spikes, very good..   | .10  | 1.00  |
| <b>Crystal White.</b> Early, pure white, red purple spot in center .....  | .10  | 1.00  |
| <b>Dixie.</b> One of the very deepest and richest, almost black, red .....  | .15  | 1.50  |
| <b>Daisy Rand.</b> Softest deep salmon pink over white ground. A first class and beautiful variety .....  | .15  | 1.50  |
| <b>Evelyn Kirtland.</b> Good substance, rosy pink, darker at edges fading to shell pink at center, with scarlet splotch. Spike very tall, straight but slender, and bending gracefully with its burden of bloom ..... | .15  | 1.50  |
| <b>El Capitan.</b> Finest shade of sulphur yellow, with penciling of bright carmine; very long spike, and many blooms open at once. Fine for florists .....   | .15  | 1.50  |
| <b>Estella.</b> One of the largest Gladioli. Fine deep rose pink, with pure white blotch. Very beautiful and greatly admired .....  | .15  | 1.50  |
| <b>E. J. Shaylor.</b> A beautiful, pure deep rose pink. Ruffled, extra choice, large blooms, tall, very strong plant .....  | .40  | 4.00  |
| <b>Empress of India.</b> Rich, dark, velvety red, almost black. Satiny buds. Very distinct .....  | .10  | 1.00  |
| <b>Faerie.</b> A delicate, creamy pink flower with cream throat. Very fine and choice. Fine spike; good florist's flower .....  | .20  | 2.00  |
| <b>Flora.</b> Beautiful canary yellow with scarcely any markings .....  | .25  | 2.50  |
| <b>Gil Blas.</b> Large, wide open salmon pink, with large, red blotch .....   | .05  | .50   |
| <b>Gretchen Zang.</b> Soft pink, shading into scarlet, tall and graceful .....  | .10  | 1.00  |
| <b>Golden Measure.</b> Pure deep yellow of large size and very beautiful. Best yellow yet produced. Fine young bulbs .....  | 1.50 | 15.00 |

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|---|------|------|
| <b>Golden Nugget.</b> Bright glistening yellow, with crimson throat .....   | .05  | .50  |
| <b>Golden King.</b> Brilliant golden yellow, with crimson throat. Best blotched yellow .....  | .10  | 1.00 |
| <b>Golden West.</b> Deep, orange scarlet, large .....   | .10  | 1.00 |
| <b>Goliath.</b> Extremely large, dark, wine colored flower ...  | .10  | 1.00 |
| <b>Gold.</b> Pure golden yellow; throat a deeper yellow; slightly dotted and streaked. New .....  | 2.00 |      |
| <b>Gaiety.</b> Bright salmon pink, flaked deep salmon red. Very conspicuous pure white blotches on lower petals .....   | .10  | 1.00 |
| <b>Gev. Hanly.</b> Rich cardinal red, deeper shade in throat .....  | .10  | 1.00 |
| <b>Halley.</b> Large, wide open, bright salmon pink, with cream blotch. Early blooming and very popular .....   | .05  | .50  |
| <b>Herada.</b> A new color in Gladioli. Blooms are pure mauve. Glistening and clear, of immense size, on tall, straight spikes .....  | .15  | 1.50 |
| <b>Hazel.</b> Beautifully variegated light and dark pink ...  | .10  | 1.00 |
| <b>Ida Van.</b> Beautiful deep salmon red, or flaming orange pink; very rich color .....  | .05  | .50  |
| <b>Independence.</b> Brilliant begonia pink, fine in artificial light. Vigorous and prolific .....  | .05  | .50  |
| <b>Jean Dieulafoy.</b> Lovely cream, with carmine blotch, large flower, petals daintily reflexed .....  | .10  | 1.00 |
| <b>Klondyke.</b> Clear primrose yellow, crimson blotch. Good forcer .....   | .05  | .50  |
| <b>Kunderdii Glory.</b> The first ruffled variety ever produced. Creamy apricot with light tint of pink...  | .10  | 1.00 |
| <b>Le Marechal Foch.</b> Extremely large, light rose pink and blooms early. The finest cut flower variety that ever came from Holland .....   | .25  | 2.50 |
| <b>Louise.</b> The finest blue lavender yet introduced. Very large flowers, often six inches in diameter. One of the best for cut flowers, and unequalled for funeral pieces .....                                | .35  | 3.50 |
| <b>Lilywhite.</b> The earliest pure white gladiolus, and the best early florist's white. Healthy, prolific and an extra fine variety .....  | .10  | 1.00 |
| <b>Marchal Foch (Kunderd).</b> Salmon pink, very large spike .....  | .40  | 4.00 |
| <b>Marie Kunderd.</b> Pure white with little soft pink line in throat—ruffled—very fine .....   | 5.00 |      |
| <b>Mary Fennell.</b> Deep lilac, shading paler. Soft primrose yellow throat .....   | .15  | 1.50 |
| <b>Mary Pickford.</b> An extraordinary flower and spike of most delicate creamy white. Throat finest sulphur yellow. Stem and calyx also white. A great flower in combination with Myrtle for florist's work .... | .20  | 2.00 |
| <b>Mantorville.</b> A yellow ruffled gladiolus. Some of the flowers are pure yellow, while others are tinted pink .....   | .20  | 2.00 |
| <b>Miss Helen Franklin.</b> A new ruffled white with small purple markings in throat. A fine early cut flower .....   | .15  | 1.50 |

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| <b>Mrs. Dr. Norton.</b> A pure soft white with tips of petals suffused La Francee pink. Most beautiful variety of this type on the market. Highest awards in its class wherever shown .....  | .40 | 4.00 |
| <b>Mrs. Frank Pendleton.</b> A spectacular variety, producing large, well expanded flowers, light pink, heavily blotched, with blood-red in throat .....   | .10 | 1.00 |
| <b>Mrs. Geo. W. Moulton.</b> A large violet red or cerise. Many open, nicely placed on stem, extra tall spike .....  | .15 | 1.50 |
| <b>Mrs. Frances King.</b> Beautiful shade flame pink, immense flowers on spike growing four feet high, with from eighteen to twenty flowers, six to eight open at one time. A very fine, low priced variety .....                  | .05 | .50  |
| <b>Mrs. James Lancashire.</b> Cream, shading to salmon pink .....  | .10 | 1.00 |
| <b>Mr. Mark.</b> A new blue variety of recent date. Light blue with darker blotch. Robust grower, fine cut flower .....  | .15 | 1.50 |
| <b>Mrs. O. W. Halliday.</b> Delicate pink with creamy yellow throat. Many flowers open at a time on long stalk .....   | .15 | 1.50 |
| <b>Myrtle.</b> Tender and delicate rose pink. The most beautiful pink ever produced in gladiolus .....   | .15 | 1.50 |
| <b>Mrs. W. E. Fryer.</b> Very showy orange scarlet. Finest bedder of its color .....   | .15 | 1.50 |
| <b>Mrs. A. E. Kunderd.</b> Large flowered. White with slight tint of blush-pink. A magnificent white...  | .15 | 1.50 |
| <b>Niagara.</b> Delicate cream, blending to canary yellow. Brown lines in throat .....   | .10 | 1.00 |
| <b>1910 Rose.</b> Pure rose pink of extra fine shade. Narrow white central line on lower petals. Very large flowers. Early .....   | .10 | 1.00 |
| <b>Ophir.</b> Light yellow, with bright carmine blotch, large and very showy .....   | .15 | 1.50 |
| <b>Orange Glory.</b> Grand orange colored, with beautiful lighter throat. Very rich and striking color, beautiful and distinct .....   | .25 | 2.50 |
| <b>Panama.</b> Rich pink, one of the finest of that color...   | .10 | 1.00 |
| <b>Peace.</b> A grand white flower, with pale violet feathering on inferior petals; flowers correctly placed on very tall, graceful spike. Very strong grower, blooms late .....   | .10 | 1.00 |
| <b>Pink Perfection.</b> Beautiful warm deep pink; many large flowers open at the same time; the finest pink .....  | .15 | 1.50 |
| <b>Princeps.</b> Immense amaryllis-like flower of rich, dark scarlet, marked with white on lower petals .....  | .05 | .50  |
| <b>Prince of Wales.</b> A new salmon shade that is making a sensation; early like Halley, but a clearer salmon, rich yellow throat without markings. Every spike a bouquet in itself, even from small bulbs. Good multiplier ..... | .10 | 1.00 |
| <b>Pink Beauty.</b> Deep pink with dark maroon blotch. Blossoms 14 days before any other .....   | .10 | 1.00 |

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| <b>Purple Glory.</b> The giant of the Kunderdii Glory race, and of remarkable color. Deep, velvety maroon red, with almost black blotches, like burned into the petals. Beautifully ruffled. Extraordinary. Kunderd's masterpiece. Should be in every collection ..... | 1.50 | 15.00 |
| <b>Pride of Goshen.</b> Giant-flowered, and petals elegantly waved. Salmon or flesh-pink in color. Tall and vigorous .....   | .10  | 1.00  |
| <b>Princess of Orange.</b> Bright red, with white lines to base of petals .....  | .10  | 1.00  |
| <b>Rose Bud.</b> Very beautiful light rose pink. The opening flower is of beautiful rose-bud form. Strong, vigorous grower .....   | .10  | 1.00  |
| <b>Sentinel.</b> Tall, strong plant. Large, pure rose-pink flower, with elegantly white penciled, Iris-like throat. Very showy. Choice rose-pink .....   | .10  | 1.00  |
| <b>Scarsdale.</b> Pink-lavender, shaded to dark rose. Large, tall growing. Will give variety to your collection .....  | .10  | 1.00  |
| <b>Schwaben.</b> Large, broad spike; lemon yellow flowers, with small purple spot in center; very good for cut flower trade .....  | .10  | 1.00  |
| <b>Summer Beauty.</b> No finer pink. Very choice, deep salmon, distinct shade. Tall and showy. Grand. No collection complete without this one .....  | .15  | 1.50  |
| <b>Splendora.</b> Very dark wine-black, strong grower. A fine, rich shade. Distinctly different .....  | .25  | 2.50  |
| <b>Violet Glory.</b> Rich self-color, deep violet, deeper throat. Medium ruffled .....   | .40  | 4.00  |
| <b>Velvet King.</b> Glowing velvety scarlet; large, wide open flowers. Vigorous grower, and makes a fine show in the row .....   | .05  | .50   |
| <b>War.</b> Deep blood red, shaded crimson-black, wide open flower on tall straight spike, one of the best reds .....  | .10  | 1.00  |
| <b>White Glory.</b> Cream white ruffled flowers, with beautiful iris blue markins in throat .....  | .20  | 2.00  |
| <b>Willis E. Fryer.</b> Very large, massive, deep violet. Beautiful throat .....   | .50  | 5.00  |
| <b>Yellow Bird.</b> Yellow, penciled with dark cerise in throat .....  | .10  | 1.00  |

### PRIMULINUS HYBRIDS

|   |     |      |
|---|-----|------|
| <b>Albion.</b> Very large salmon rose pink. Beautiful throat .....  | .15 | 1.50 |
| <b>Angola.</b> A fine salmon pink. Strong grower .....  | .15 | 1.50 |
| <b>Alice Tiplady.</b> A grand, large Primulinus of most beautiful orange saffron color. Very choice. The most popular Prim on the market. In great demand ..... | .20 | 2.00 |
| <b>Altair.</b> Extra tall, of finest salmon saffron. A grand color .....  | .20 | 2.00 |

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| <b>Argo.</b> Fine, tall, large. A Primulinus Myrtle .....  | .15 | 1.50 |
| <b>Butterfly.</b> Very strong and vigorous. Large, pale salmon yellow, ruffled flowers .....                                       | .15 | 1.50 |
| <b>Capella.</b> Tall, very bright fiery orange red. Very large and choice .....  | .15 | 1.50 |
| <b>Gold Drop.</b> An extra large pure deep yellow, with beautiful red line on lower petals. Beautifully ruffled .....              | .50 | 5.00 |
| <b>Golden Gate.</b> Tall, vigorous. Large, showy yellow, finely ruffled .....  | .25 | 2.50 |
| <b>Maiden Blush.</b> Extra early. Delicate pink. Very attractive Primulinus .....  | .25 | 2.50 |
| <b>Myra.</b> Deep salmon over yellow ground; tall slender spike; very large and showy .....  | .30 | 3.00 |
| <b>Primulinus Species.</b> This is a species which is native in South Africa, and is the best pure all-yellow of the species ..... | .10 | 1.00 |
| <b>Roanoke.</b> A vigorous and large rich yellow Prim. X. K. Glory. Very fine .....  | .20 | 2.00 |
| <b>Salmon Beauty.</b> Very large flowered Primulinus. Deep salmon, rich salmon yellow throat .....                                 | .25 | 2.50 |
| <b>Sweet Orra.</b> Tall, fine pale sulphur. Rich pink lines in throat .....  | .10 | 1.00 |
| <b>Sulphur Prim.</b> Large sulphur Prim, with light red lines .....  | .05 | .50  |
| <b>Orange Prim.</b> Brilliant orange salmon, blending into clear yellow throat. Large and vigorous .....                           | .10 | 1.00 |
| <b>Best Yellow.</b> Closely hooded, but deep, rich, solid self-color. Extra fine bud-vase variety. Large and vigorous .....        | .10 | 1.00 |
| <b>Purple Butterfly.</b> Blue violet, tall slender stems. Fine for bud vase .....  | .15 | 1.50 |
| <b>Prim Mixture.</b> .....   | .50 | 2.50 |

## LETTERS FROM OUR CUSTOMERS

March 11, 1921.

The bulbs came today O. K. I want to thank you for such nice, large bulbs. I will know where to send for bulbs next year.

Mrs. E. Kinsman, Michigan.

December 26, 1920.

Received the Purple Glory Bulbs in good order. They are very nice. Thank you for careful packing.

S. E. Spencer, Brookland Gardens, Massachusetts.

March 19, 1921.

First, I wish to thank you for the fine bulbs you sent me a little while ago. Enclosed find my check for \$\_\_\_\_\_. Please send me one dozen No. 2 Louise, one dozen No. 1 Alice Tiplady. Please send me immediately, and oblige,

Miss R. Varicle, Connecticut.

February 20, 1921.

The bulbs of Louise arrived yesterday, and I have never seen cleaner stock. Thank you for sending me such nice ones.

Dr. Edward Winslow Karcher, Massachusetts.

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December 6, 1921.

The 50 Alice Tiplady have been received. Both as to size and quality they are the prettiest bulbs that we have ever received. I bought them to resell, and it is a pleasure to offer them to my customers. We would be glad of your price list every year.

La Floreria, Florists, California.

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Department of Entomology, Purdue University, Agricultural Experiment Station. Lafayette, Indiana, March 21, 1921.

Dear Grossman:—In regard to the "Louise," I do not think that I ever saw its equal in exquisite coloring in a gladiolus. I wish that I could afford a whole bed of them. I have quite a variety now. Cordially yours,  
Professor J. Troop.

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May 6, 1920.

Received yesterday the gladioli bulbs which I ordered from you; also the "extra" which you gave me, for which I wish to thank you and tell you that I appreciate your thoughtfulness very much indeed, and you will be sure to get an order from me for another year. Bulbs were all in fine condition.

Mrs. Walter E. Woolston, New Jersey.

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April 22, 1920.

I want to give you an appreciation of the very fine bulbs of gladioli received from you this morning. In making up a very complete collection, I ordered this year's bulbs from about a dozen different growers, and yours were the largest and best looking of the lot, not one being less than two inches in diameter.

D. L. Floore, D. D. S., Wisconsin.

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Emmanuel Church Parish, New York. The Rev. Charles E. S. Rasay, M. A. Pastor. March 20, 1920.

The one corm of Lillywhite has just come and shall be planted tomorrow. And also you sent another "extra," the famed "Pride of Goshen." I thank you very much for this, but you have made me feel a bit "uneasy," as if I were receiving too many gifts from a stranger. You really do give almost too many "extras." However, as we are both "Brothers of the Gladiolus Flower," I am accepting the beautiful corms in the same spirit of good cheer in which I am sure they were sent. And so I doff my hat to you and your good wife, with one more "Thank you".

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Michigan, December 1, 1922.

Alice Tiplady Bulbs arrived O. K. They are a splendid lot and look good to me. Thank you very much.

Roy Doane.

New York, January 9, 1922.

Bulbs received all O. K. Thank you for good packing, etc.

Howard M. Gillet.

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Pennsylvania, April 10, 1922.

I received the bulbs safely today, and must say that I never had an order filled so promptly in the several years I have been raising Gladioli. Thanks you very much for the liberal count, also.

Mrs. Theo. Coulter.

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New Hampshire, May 1, 1922.

Received my bulbs all safe and sound. They are certainly fine looking bulbs, and I thank you very much for your liberal measure.

Mrs. H. L. Lang.

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Alabama, May 20, 1922.

The Gladioli bulbs received some time ago. They were the prettiest bulbs I have had the pleasure of planting, in fact, I was so well pleased I am making room for a few more which I hope you will be able to send. Halley is in bloom with us now, the individual blossoms measuring  $5\frac{1}{4}$  inches across. Many thanks for the extra bulbs you sent me. I am enclosing check with this order.

Mrs. W. W. Harman.

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Alabama, September 19, 1922.

My Gladioli from you were beautiful, coming at a time when flowers were scarce, and long after the blooming season for Gladiolus here with us.

Mrs. W. W. Harman.

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Ohio, February 22, 1922.

The bulbs arrived O. K. and in splendid condition, and sure are dandies; are more than satisfactory and I want you to accept my thanks for such grand bulbs and liberal count. Also, I wish to express my gratitude to you for sending them by P. P. and saving extra cost, which is, indeed, very, very much appreciated. Will enclose the amount of postage, along with my very best wishes and kindly regards.

P. F. Mercer.

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Ohio, December 5, 1922.

Your kind letter and price list is at hand, and in reply will say here that the bulbs proved as satisfactory as they appeared when I received them. I just wish you could have seen the monstrous spikes of bloom that they did produce. We were certainly gratified and pleased with them. Now I am enclosing herewith my check for \$——, for which please send me etc.

P. F. Mercer.

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**J. C. GROSSMAN,  
WOLCOTTVILLE, INDIANA**